

Business Management & Strategy

Positions are available in all regions: Americas, Europe, and Asia Pacific

Our teams drive business management to deliver a robust business governance platform, manage financials, and maximize BlackRock's commercial impact. We work with BlackRock's client businesses on areas such as segment and product strategy, partnership strategy, operational efficiency, sales management and enablement, regulation, and risk management. Together, we work to effectively bring the best of BlackRock to our clients.

Our business is known for:

COO teams

Our multiple COO teams each serve a different and equally vital role in ensuring the effective operation of our broad and complex platform. For instance, specific sales channel and country COOs deliver tailored strategic and business management activities, while our Core COO team brings consistency and scale across the platform. All teams also work closely with regional, country, and functional leaders to help oversee day-to-day business and ensure coordination and connectivity across all partners.

Strategy

On the strategy front, the primary focus is on driving the strategic agenda and execution plans for the business. We do so by working closely with client business teams to support decision making and implementation of strategic projects and initiatives. We also identify and monitor industry trends and provide insights on market developments, including competitive landscape analysis.

Business Management

On the business management front, we manage the platform's resources, financials, and business approvals. We do so by conducting in-depth quantitative and qualitative analysis on our resource and financial position and translating that into practical insights and suggestions to business leaders and COOs. Beyond that, we actively pre-empt future risk and work to strategically mitigate these risks with senior leaders.

Our team partners with:

- **Internally:** Institutional Client Business, iShares, Aladdin, Legal & Compliance, Global Product Group, Corporate Strategy and Development, Portfolio Management Group, BlackRock Alternative Investors, cross market COO teams, Risk, Technology, Financial Planning & Analysis, Corporate Strategy, HR, Marketing.
- **Externally:** Clients, service providers, industry stakeholders.

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What will you do as an analyst?

- Support the management of budget, headcount and business requests and approvals
- Lead analysis on existing processes and drive efficiencies across the platform
- Conduct market landscape and client segment data gathering, analysis, and insight-generation to support in setting strategic priorities for the businesses
- Provide robust, well-grounded analyses and forecasting in the form of reports, presentations, and memos to support management-level decision making
- Create and monitor analytics for key sales activities, including effective pipeline management and analytics on key sales metrics
- Partner on client and industry initiatives, meetings, and events
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What capabilities are we looking for?

- Strong analytical and problem-solving skills with the ability to synthesize information, summarize issues, think creatively, and make decisions
- Excellent communication skills, both verbal and written, with the ability to form relationships across the business and at all levels of management
- Demonstrated ability to thrive in a fast-paced environment, run multiple tasks, adapt to change, and work well under tight time restraints
- Comfortable with ambiguity and an ability to ideate and add structure to when addressing novel business challenges
- Adaptable and flexible mindset
- Strong Microsoft Office skills

Your learning and development will be:

- Unparalleled exposure to senior leadership including Country Heads, Sales Heads, COOs, and board members
- Gain a broad understanding of financial industry and BlackRock as an organization, enabling you to become a subject matter expert in topics such as sustainability and capital markets
- Building project management and leadership skills by executing projects
- Developing client management and commercial skillset through exposure to business development opportunities during client meetings and project execution